

## **Attachment C**

### **RESCO Technical Integration and RESCO Collateral Category Scoring Criteria**

Scoring will be based on the merits of the project proposals. Each criterion for all proposals will be scored on a basis of 0 to 10 points and then multiplied by the corresponding weighting factor. The resulting scores will be summed to provide the overall project score. A minimum score of 70 (out of 100) is required to be eligible for funding.

There are different scoring criteria for RESCO technical integration and collateral category proposals.

#### **Attachment C1. Scoring Criteria for RESCO Technical Integration**

Attachment C1 shows the scoring criteria for RESCO technical integration proposals. Applicants must adhere to the proposal guidelines and requirements stated in the Application Manual and in Attachment A.

#### **Attachment C2. Scoring Criteria for RESCO Collateral Categories**

Attachment C2 shows the scoring criteria for collateral category proposals. Applicants must adhere to the proposal guidelines and requirements stated in the Application Manual and in Attachment B.

Applicants must submit a complete proposal for each collateral category that applicants want to address. Each collateral category proposal will be scored against other proposals for the same collateral category.

#### **Preference Points for California-Based Entities**

Applicants meeting the criteria of a California-Based Entity (CBE) may have preference points added to their final technical score, subject to certain restrictions. Please see Attachment F for more information. Eligible applicants must request and demonstrate eligibility by filling out and submitting as part of the proposal package the questionnaire contained in Attachment F. Otherwise eligible applicants who do NOT submit the Attachment F1 questionnaire shall NOT be eligible for the CBE Preference Points.

**Attachment C1  
RESCO Technical Integration  
Scoring Criteria**

Scoring will be based on the merits of the proposed project in addressing each of the following criteria.

Each criterion will be scored on a basis of 0 to 10 points and then multiplied by the corresponding weighting factor. The resulting scores will be summed to provide the overall project score.

A minimum score of 70 (out of 100) is required to be eligible for funding.

For RESCO collateral projects please see Attachment C2.

**1. Technical Merits:**

Criterion Scoring Range: 0-10  
Weighting Factor: 3.0  
Maximum Possible Points: 30

- Extent to which the proposed effort is likely to produce technically valid solutions to issues that the proposer anticipates. (For example, a technically meritorious exploratory stage project would include development of a model for the community's energy supply and use that enables evaluation of all available options, synergistic combinations of options and the economic trade-offs involved in pilot and implementation phase decision-making. Likewise, a technically meritorious pilot phase project would develop and demonstrate tools, enabling technologies, supply portfolios and optimized supply/demand/delivery approaches tailored to the community's resource base and energy usage. A technically meritorious implementation phase project would materially reduce the technical and economic risks involved in community-wide implementation of a long term RESCO deployment plan.)
- Extent to which the proposed work will comprehensively address the proposed stage(s) of RESCO projects employing three or more RE solutions along with energy efficiency and demand response, smart grid integration, combined cooling heating and power (CCHP), energy storage, and co-production of transportation fuels and other key aspects of local energy infrastructure.
- Adequacy of the discussion on the current status of technologies related to the proposed stage(s), integrated RE solutions
- Adequacy of the discussion on the novelty, innovation, uniqueness, sustainability, and originality of the proposed work and technology advancements.
- Validity of the proposed technical approach and likelihood of success based on the soundness of scientific and engineering principles employed in the proposed RESCO project(s).
- Adequacy of discussion on how the proposed RESCO work addresses current barriers and knowledge gaps and how and why the proposed stage(s) of development and integrated RE projects are the appropriate next RD&D step to enable the community to achieve its RESCO vision.

## **2. Technical Approach:**

Criterion Scoring Range: 0-10

Weighting Factor: 2.5

Maximum Possible Points: 25

- Extent to which the proposed project serves not only the planning and energy development goals of the community but does so in a way that serves as a model for other like-minded RESCO communities.
- Clarity and achievability of proposed technical approach.
- Extent to which the technical tasks are completely, clearly and logically presented, with appropriate objectives, discrete tasks and subtasks, logical sequence of activities, and reasonable schedule, and budget.
- Quantitative or measurable technical and economic performance objectives are clearly stated, well justified, and can be demonstrated using quantitative models and/or field measurements.
- Adequacy of discussion on the likelihood of success based upon a sound research methodology and plan.
- The proposed project cost is consistent with the work to be performed and is fully justified.
- The PIER- funding request and need for PIER-funding are appropriate and consistent with the expected level of public benefits if the project is successful.
- Match funding levels are appropriate and well documented.

## **3. Technical Qualifications, Management and Project Team:**

Criterion Scoring Range: 0-10

Weighting Factor: 2

Maximum Possible Points: 20

- Extent to which the project manager and team are qualified to execute the project and also qualified to play a continuing role in subsequent phases of RESCO development as the community develops the organizational capacity to implement its own RESCO vision.
- Adequate evidence of organizational experience, knowledge, capabilities, and performance records that will enable the successful completion of the proposed RESCO project(s).
- Adequate evidence that the Project Manager can successfully manage the project, control costs, adhere to schedule, and report results and accomplishments in an effective and timely manner.
- Clear statement of capabilities and experience of team members to perform their portion of the proposed work scope.
- Capacity and collaboration to perform and facilitate transfer of project products to the marketplace.
- Level of participation by project participants (i.e., partners and subcontractors) are evidenced by letter(s) of commitment (both time and budget commitments). For public agencies or non-profit organization as applicant, adequate evidence of an authorizing resolution approved by the governing authority.
- Adequacy of discussion describing relevant past successes.

- Extent of beneficial collaboration across communities, utilities, industry, academia, state and federal agencies, and other interested parties.

#### 4. **Market Connectedness**

Criterion Scoring Range: 0-10

Weighting Factor: 2.5

Maximum Possible Points: 25

- Extent to which the Applicant has a clear and specific rationale for undertaking RESCO efforts and a commitment to adopt, market and commercialize the solutions developed at the proposed RESCO projects.
- Extent to which the Applicant plans to develop relationships with communities exploring, developing, implementing or marketing a RESCO vision.
- Level and appropriateness of resource commitment to adopt, market and commercialize project results by RESCO team and key members.
- Familiarity with trends, incentives and programs that may encourage or facilitate RESCO development.
- Adequate discussion on how the RESCO project(s) will fulfill market needs and accelerate deployment of RE.
- Adequate discussion on reasonable path and strategy for commercialization of RESCO projects.
- Willingness to protect intellectual property if appropriate and to license and market protected innovations of the project to other parties.
- Adequate and preferably quantitative discussion of public benefits to California electricity ratepayers and other stakeholders, including how well the RESCO project(s) support(s) California energy policy, or may provide a basis for informing future energy policy.
- Adequate discussion and analysis of expected economic competitiveness (e.g., using levelized costs analysis or benefits/costs analysis (whatever is appropriate)) of RESCO development and implementation showing how comparisons will be made with business-as-usual energy planning for the community.

## **Attachment C2**

### **RESCO Collateral Projects Scoring Criteria**

Scoring will be based on the merits of the proposed project in addressing each of the following criteria. Each criterion will be scored on a basis of 0 to 10 points and then multiplied by the corresponding weighting factor. The resulting scores will be summed to provide the overall project score.

A minimum score of 70 (out of 100) is required to be eligible for funding.

These scoring criteria will be applied to each of the 3 collateral project categories.

For RESCO technical integration projects scoring criteria, please see Attachment C1.

#### **1 Technical Merits:**

Criterion Scoring Range: 0-10  
Weighting Factor: 3.0  
Maximum Possible Points: 30

- Clarity in presenting required information, explaining technical aspects of the proposed project and responding to scoring criteria.
- Responsiveness to the requested scope of work.
- Adequacy of discussion of state of the art and related prior work as appropriate.
- Consistency and completeness of proposal content and required forms.
- Likelihood of success based on the technical soundness of the proposed RESCO collateral project.

#### **2. Technical Approach:**

Criterion Scoring Range: 0-10  
Weighting Factor: 2.5  
Maximum Possible Points: 25

- Clarity and achievability of proposed technical approach.
- Extent to which the technical tasks are completely, clearly and logically presented, with appropriate objectives, discrete tasks and subtasks, logical sequence of activities, and reasonable schedule and budget.
- Extent to which valid and measurable technical and economic performance objectives are clearly stated, well justified, and can be demonstrated using quantitative models and/or field measurements.
- Adequacy of discussion on the likelihood of success based upon a sound research or planning methodology.
- The proposed project cost is consistent with the work to be performed and is fully justified.

- The PIER- funding request and need for PIER-funding are appropriate and consistent with the expected level of public benefits if the project is successful.
- Adequacy and proper documentation of match funding commitments.

### **3. Technical Qualifications, Management and Project Team:**

Criterion Scoring Range: 0-10

Weighting Factor: 2

Maximum Possible Points: 20

- Adequate evidence of relevant organizational experience, knowledge, capabilities, and performance records that will enable the successful completion of the proposed RESCO Collateral Project.
- Adequate evidence that the Project Manager can successfully manage the project, control costs, achieve the proposed schedule, and report results and accomplishments in an effective and timely manner.
- Clear statement of capabilities and experience of team members to perform their portion of the proposed work scope.
- Team capacity to facilitate transfer of project results to the marketplace.
- Clear and credible letters of commitment to specific contribution (budget and time) by project participants (i.e., partners and subcontractors). For public agencies or non-profit organization as applicant, adequate evidence of an authorizing resolution approved by the governing authority.
- Adequacy of discussion describing relevant past successes.
- Extent of beneficial collaboration across communities, utilities, industry, academia, state and federal agencies, and other interested parties.

### **4. Market Connectedness**

Criterion Scoring Range: 0-10

Weighting Factor: 2.5

Maximum Possible Points: 25

- Extent to which the Applicant has a clear and specific rationale for undertaking the project in the context of prior and on-going work.
- Extent to which the Applicant has or plans to develop relationships with communities exploring, developing or implementing a RESCO vision.
- Adequacy of discussion of how the RESCO Collateral project will fulfill market needs and accelerate deployment of RE.
- Willingness to license and market innovations of the project to other parties, if applicable.
- Demonstrated understanding of the need for and use of project results by market participants, communities and other RESCO stakeholders.
- Adequate discussion and analysis of expected economic competitiveness (e.g., using levelized costs analysis or benefits/cost analysis whatever is appropriate) of RESCO collateral project.